

Message Text

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PAGE 01 STATE 129059
ORIGIN EA-12

INFO OCT-01 ISO-00 EB-08 STR-07 COME-00 TRSE-00 /028 R

DRAFTED BY EA/J:HACOCCHRAN
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EB/OT/TA:JCUNNINGHAM
STR:WBARREDA
DESIRED DISTRIBUTION
EB, EA, STR, COMMERCE, TREASURY
-----074263 220037Z /63
R 212215Z MAY 78
FM SECSTATE WASHDC
TO AMEMBASSY TOKYO

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E.O. 11652: N.A.

TAGS: ETRD, JA, US

SUBJECT: VISIT OF ROD MCNALL, RAYCHEM

1. MR. ROD MCNALL, MANAGER OF INTERNATIONAL MARKETING, RAYCHEM, WILL VISIT TOKYO WEEK OF MAY 22 TO CONTINUE SALES DISCUSSIONS WITH NTT. MCNALL MET WITH ASST STR BARREDA TO DISCUSS HIS FIRM'S DIFFICULTIES IN MARKET

ACCESS IN JAPAN -- RAYCHEM WANTS TO SELL INSULATION TO THE JAPANESE FIRMS WHICH SELL WIRE AND CABLE TO THE NTT.

2. MCNALL EXPRESSED APPRECIATION FOR ASSISTANCE EMBASSY HAS PROVIDED ON EARLIER SALES VISITS, AND SAID THAT HIS TOKYO OFFICE HAD BEEN IN CONTACT WITH EMBASSY TO ARRANGE MEETING BETWEEN MCNALL AND APPROPRIATE
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EMBASSY OFFICIALS.

3. WE BELIEVE THIS COULD BE AN IMPORTANT TEST CASE AND REPORTS ON DEVELOPMENTS WOULD BE HELPFUL TO US IN THE GOVERNMENT PROCUREMENT NEGOTIATIONS IN GENEVA. VANCE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TRADE VISITS
Control Number: n/a
Copy: SINGLE
Draft Date: 21 may 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Film Number: D780214-0985
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780536/aaaabdyi.tel
Line Count: 60
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Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: dfd18a99-c288-dd11-92da-001cc4696bcc
Office: ORIGIN EA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 05 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2623185
Secure: OPEN
Status: NATIVE
Subject: VISIT OF ROD MCNALL, RAYCHEM
TAGS: ETRD, JA, US, RAYCHEM, (MCNALL, ROD)
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